



City of Norfolk

Office of the City Manager

C: Dir. Of Public Works

Re: July 11, 2006

To the Honorable Council
City of Norfolk, Virginia

Re: Report of Emergency/Sole Source
Procurement

Ladies and Gentlemen:

I. **Recommended Action:** Receive and file.

II. **Overview**

This agenda item is a report provided by the City Engineer for emergency/sole source procurements during the month of May 2006. During that month, the City purchased a "Simulation Shooting House" from Blackwater Target Systems LLC trading as Raven Development Group LLC.

III. **Analysis**

A. **General**

In accordance with Chapters 33.1-40 and 33.1-41 of the Norfolk City Code, attached is a report provided by the City Engineer for emergency/sole source procurements during the month of May 2006. The Code provides for emergency procurements, that in the event of a threat to public health, welfare, or safety, a contract may be awarded without competitive sealed bidding, competitive sealed proposals or competitive negotiation. The Code also provides for sole source procurements, that upon determination in writing, that there is only one source practicably available for that which is to be procured, a contract may be negotiated and awarded to that source. The attached memorandum provides details for one (1) sole source procurement.

B. **Fiscal**

The total cost of this sole source procurement was \$183,065.20. The funding distribution is \$106,000.00 from the City's FY 2006 capital improvement program and \$57,065.20 from the general fund and \$20,000.000 from the special revenue fund.


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- C. Environmental
Not applicable.
- D. Community Outreach/Notification
Notification for this sole source report was carried out through the City's regular Council agenda process.

IV. Conclusion

This report is submitted for the information of City Council.

Respectfully submitted,


Regina V.K. Williams
City Manager

Coordination/Outreach

This letter has been coordinated with the Department of Public Works.



City of Norfolk

Inter Department Correspondence Sheet

TO: City Manager

FROM: City Engineer

COPIES TO: Director of Public Works

SUBJECT: Report of Emergency/Sole Source Procurement

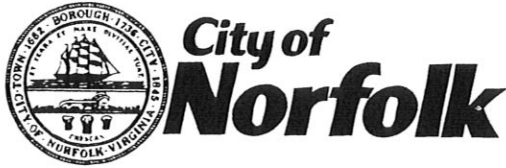
May 31, 2006

The following report of emergency/sole source procurements for the month of May 2006 is forwarded in accordance with City Code Chapter 33.1-41:

- 1. Description of Procurement (sole source):** Simunition Shooting House
Department: Public Works
Contractor: Blackwater Target Systems LLC
Amount: \$165,165.00
Justification: See Attached.

J. S. (Sid) Kitterman, III

JSK/tmf



Inter Department Correspondence Sheet

TO: Stanley Stein, Assistant City Manager

FROM: Director of Public Works

COPIES TO: Bruce Marquis, Chief of Police; Martha McGann; Deputy City Attorney;
James Waller, Purchasing Agent; Sid Kitterman, City Engineer

SUBJECT: Sim House – Sole Source Purchase

October 7, 2005

The attached request for sole source purchase of a Sim House for the Police Department is forwarded for approval.

The Department of Public Works concurs with this request and will manage the procurement.


John M. Keifer

JMK:ae

Attachment

Approved:  Date: 10/10/05
Assistant City Manager



City of Norfolk

Inter Department Correspondence Sheet

TO: John Keifer, Director of Public Works
..... Chief of Police
FROM:
COPIES TO: Martha McGann, Deputy City Attorney; Jim Waller, Purchasing Agent
SUBJECT: Sim House – Sole Source Purchase

October 3, 2005

In accordance with City Code Sec. 33.1-40, we request authorization to negotiate with Blackwater USA, Incorporated, 100 Corporate Drive, Elizabeth City, North Carolina 27909 on a sole source basis for purchase and assembly of a Simunition Shooting House to be located at the Norfolk Police Department's Pistol Range site (6101 S. Cape Henry Ave.). This assembly includes a concrete slab, 6 pre-manufactured shipping containers, deck, siding and roofing. This facility will give Norfolk Police training officers the ability to simulate the dangerous situations that could be encountered while on duty and better prepare our police officers to deal with them.

It has been determined that there is only one source practicably available for this procurement. The justification for using a sole source is as follows:

1. No other company in the market manufactures or produces Sim Houses like Blackwater USA, Inc. provides. The Sim Houses are built from conex boxes manufactured on-site at Blackwater depending on the needs of the customer.
2. The boxes can be upgraded with cameras, electricity, plumbing, etc. (depending on each purchaser).
3. The NPD plans to buy 6 and make a 2-story structure. But the Blackwater product allows us to add on to our structure later if funding allows.
4. The conex boxes also allow for siding to be mounted and removed at any time (in case the boxes are re-arranged). The siding is also provided by Blackwater.
5. Blackwater is located 40 minutes away making repair/service a non-issue.
6. Other Sim Houses from other companies do not allow for the flexibility (mentioned above) that Blackwater USA, Inc. can provide to the City of Norfolk. Other Sim Houses are standard buildings that do not have the flexibility the Norfolk Police Department is seeking.

The estimated cost of this project is approximately \$139,000. The project will be funded through three accounts: CP 19X01-5501 (\$106,000), GF 04200-792-5204 (\$18,000), and GF 19200-572-5201 (\$15,000).

RX 19470-60002 is in held status for this purchase.

A handwritten signature in black ink, appearing to read "B. Marquis", with a stylized flourish at the end.

Bruce P. Marquis
Chief of Police

BPM/shc